

Dear Recruitment Official(s),

EOI for the position of Procurement/ Contract Management Specialist – SMTA, Karachi (WB Project ID: P166732)

A veteran cross-functional end-to-end **Procurement and Contracts** managing/ negotiating re: drafting/ evaluating/ reviewing and execution/ monitoring plus claims expert with **19 years** professional experience (**15 years Procurement and Contracts**) backed by first class **MBA** and **professional credentials in Procurement** – pre/ post extensive Bid/ RFX/ Tender cycle management and more e.g. EOI, LOI, prequalification, SLA, SOW, TOR, Ts&Cs finalization and Techno-Comm. evaluation/ negotiation plus contractual and legal advice/ review/ vetting and Contract signing/ issuance/ amendment vis-à-vis Vendor sourcing/ selection/ relation/ award and so on handling *business/ legal risk assuring contract/ legal compliance* on one-hand while protecting/ maximizing benefit to the Company/ Customers/ Stakeholders on the other forming/ maintaining excellent communication/ engagement/ relationship all-around plus top Commercial, Financial, Project and Procurement management profile (Technical and Commercial, Goods and Services, Import and Local, Direct and Indirect – *Turnkey/ EPC/ Works, Master/ Frame, MSA/ GMA/ GFA, MOU, NDA, Call-Off and Blanket etc.*) with broad knowledge of *World Bank Procurement Rules and STEP (Systematic Tracking of Exchanges in Procurement)*; **my credentials surely excel your requirements.**

19 years spotless headway career managing overall diverse category/ spend of around **US\$ 01 Billion** attaining **US\$ 300+ Million** saving and leading Synergy/ Transformation Projects up to **US\$ 500 Million** upholding the highest level of trust and confidentiality ensuring fullest Transparency, Fairness and Commitment besides optimum Performance always and lot more contributions and value additions – monetary as well as overall progress to the System, Process, People and Business; **one can fully rely on me always regardless of the defies and context** – **CHANGE-READY** ‘ahead of the game’ and **Act as ONE**.

Up to **60% cost saving** re: **US\$ 100+M yearly spend** leading (plus *ability/ rapport/ team building*) **10 execs cross-functional Team** (history's leanest [37 → 20 → 10] and double the scope/ magnitude yet doubled the output/ outcome with **25% faster TAT [Import and Local]**, **20% stock saving** along **Materials & Logistics** reforms (**US\$ 40M inventory**, 1,000s SKU and 03 main and 20 sub-stores vis-à-vis *customs/ shipment clearance & onward logistics/ freight forwarding etc.*), leading/ partaking Group (**US\$ 500M spend & US\$ 150M saving**) and Tech. (E-Office, E-Proc. & RFID) jobs beside **Policy and Process tuning** (Procurement, Audit, QA and ISO Certification) plus liaising 17 Local Teams and heading 2,000 **Vendor Affairs** – **E2E SCM (S2C/ P2P)** with zero flaw/ waste and no supply/ stock/ quality issue (**7 Rights**), *hope my profile would be of interest to you.*

Self-starter with top organizational, multitasking and time management skills; led/ ordered mixt projects developing solutions to challenging business problems in a fast-paced and complex environment with establishing internal/ external relationships (vertically/ horizontally). An established repute with a steady history of exemplary performance reviews and respect for driving efficiency progress to System, Processes, People, Business effectively and economically – key SWOT analysis and problem solving/ decision-making; *always outdid and committed to outdo reliably bringing top skills and broad experience to the table.*

Availing the above, actively engaged Team, Suppliers and Clients lifting process output/ cycle-time/ ability aligning *innovation/ continual growth (Cyclic, Calculable, Incremental, All Involved)* re: people ability (capacity building), drive, devotion and other service delivery needs as per strategic goals leading tool/ system/ process growth assuring top operational efficacy, accuracy and assets utilization with regular status review/ update and analysis. *Lift new viable vendors along fortifying strategic/ lasting suppliers assuring continual growth driving their capacity/ capability* optimizing cost, execution, flexibility, lead-time, quality – best business partner/ route-plan mitigating risk (fiscally the lowest yet most gainful) aligning market research/ analysis.

In short, “**Can Do**” and “**Never say never**” Team Leader/ Player (can act singly aptly too, as needed) trusting in “**Honesty is the Best ONLY policy**” and “**Sky is the limit**” – fully capable and trustworthy to organize/ optimize/ systemize **First Mile – Last Mile** and all in between besides **readily vacant to join/ relocate** assuring top output/ results in no time optimizing process/ people yield availing **positive Bottom-line** uniting Integrity, Teamwork, Customer Service and Company Loyalty.

Thank you for your time, and I look forward to hear from you soon

Tariq Sarwar Bangash

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NOTE: Besides being an excellent match excelling all the crucial/ preferred ABC e.g. **Academic & Professional Credentials (MBA with 19 years [15 years Project, Procurement & Contract management/ negotiation] expertise with strong Technical, QA, Legal, Financial, Customer, Business & Audit background with model character and performance history/ reviews – six commendation letters readily available) and Hard & Soft Skills (IT [Microsoft Office and lot others] expert plus top analytical, communication, documentation, interpersonal, presentation, relationship, reporting and Team management/ building skills);** not only familiar with Corporate defies/ demands/ pressure but always outdid the same too despite multiple defies.

Not only readily vacant to relocate/ join as aforesaid but **expert plus flexible to play other/ changing roles as needed (in view of dynamic environment and implementation operational realities)** working SMARTLY and together achieving common goal.

Passionate, Proactive, Prolific Procurement/ Contracts Professional (MBA – Gold Medalist) with 19 years (15 years relevant) experience leading up to 30 execs Team and diverse portfolio (US\$ 100M yearly spend, 25% faster TAT, 20% stock saving, 95%+ OTIF and lot more). Fared mixt activities/ resources – 60% cost saving by process regulation, negotiating favorable terms (volume/ price discount) and trade channels reforms. Top analytical, communication, interpersonal, management, presentation/ IT and capacity/ rapport/ team building skills.

PERSONAL PRIMER

Birth Place:	Pakistan (Nationality)
Languages:	English, Urdu, Pashto

PROFESSIONAL PROFILE

Prime Sphere:	Contracts & Procurement
Proficiency:	Evaluation & Negotiation
Prowess:	Draft/ Review, Execute
Specialties:	Bidding, Specs, Tender
Successes:	Compliance & Risk Mgt.
Support:	Audit, Business, Legal
Sustenance:	Finance, Project & Tech.
Spend/ Saving:	US\$ 100M (60% saving)
Store/ Logistic:	US\$ 40+M (20% saving)
Synergy Jobs:	\$ 500M (& 150M saving)
SCM Team(s):	10 with 25% faster TAT
Supplier Mgt.:	2,000 E2E Performance

PUPIL-SHIP

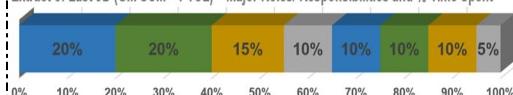
Masters:	MBA – MIS 3.85/4.00 CGPA, Gold Medal Peshawar, PK – 2001 University of Agriculture
Graduation:	BA – Law, Pol. Science 1st Div., Top 10 Scorers Peshawar, PK – 1998 University of Peshawar

PC PROWESS

E-Office & DMS:	0 0 0 0 0 0 0 0 0 0
Excel & Word:	0 0 0 0 0 0 0 0 0 0
OL/ PowerPoint:	0 0 0 0 0 0 0 0 0 0
E-Procurement:	0 0 0 0 0 0 0 0
SAP (MM)/ ERP:	0 0 0 0 0 0 0 0

PRECEDING POSITION PREVIEW

Extract of Last JD (GM SCM – PTCL) – Major Roles/ Responsibilities and % Time Spent



1. End-to-End Procurement Cycle Optimization and Contracts Negotiations/ Management
2. Optimum Stores Availability and Timely Projects Completion as per allocated Finances
3. Effective Budget Planning/ Utilization and associated Reporting
4. Cordial Vendor Relations and Performance Management
5. Efficient Coordination with Internal Stakeholders
6. Quality Relationship/ Capacity/ Team Building
7. Performance Evaluations/ Ranking and Reports/ Presentations
8. Synergies and Cross-functional Projects

PROCUREMENT & CONTRACT CATEGORIES/ SPEND (Techno-Commercial | ICT | Engineering | Gen./ Admin | 3S)

PROCUREMENT	Energy, Structure and Vehicles	Equipment and Ops Support	People, Process and Product	Security and IT – Allot/ Mgd.	CONTRACTS
	<ul style="list-style-type: none"> • Acquire Fabricate Leasing • Alteration Branding MRO • Active/ Passive Civil/ MEP • Assembly Chassis Interface • Battery DG Set Solar UPS • Consumable Fuel/ Oil Parts 	<ul style="list-style-type: none"> • Field/ Lab/ Test Gear QHSE • Field/ Office/ Site Solutions • Fixture Furniture Uniform • Machinery Packing Spares • Raw/ Finished (I/O) Produce • (RF)ID Storage Warehouse 	<ul style="list-style-type: none"> • Audit Consultancy Security • Courier Freight/ 3PL Supply • CSR Education Training • Display Imaging Printing • Health Insurance Pharma • Marcom Media Mktg./ Sales 	<ul style="list-style-type: none"> • AV Data License Mobility • Backup DDoS DLP Firewall • Cabling IOT Router Switch • Hard/ Software Multimedia • Mgd. WAN Web Dev./ Host • Rack Server Workstations 	
	Supply/ Goods ◆ SLA/ Services ◆ OPEX ◆ NDA ◆ Master/ Frame ◆ EPC/ Turnkey/ Works ◆ CAPEX ◆ Call-Off/ Blanket	(Best Practices - Economy - Efficient - Effective) DIRECT & INDIRECT ◆ IMPORT & LOCAL (3BL - 7 Rights - EOQ - JIT - OTIF - TCO - VFM)			

PROFESSIONAL PORTFOLIO – 19 Years (2001 – Present) succeeding MBA-MIS in 2001 (Gold Medalist)**A. SUPPLY CHAIN/ PROCUREMENT/ INVENTORY MGT AND CONTRACTS MANAGEMENT: 15 Years**

- Freelance Consultant, Islamabad/ Peshawar – PK** [\(tariq.bangash@outlook.com\)](mailto:tariq.bangash@outlook.com)
- Procurement & Sourcing Expert (Jan 2018 – Present)**

Broad Techno-Commercial Category & Spend Managing re: Product/ Service Sourcing & Growth: gap analysis, business model/ process & strategic re/design), optimizing team/ asset aligning business needs & stakeholder/ customer satisfaction targeting cost, quality, risk, supplies and timeline – both virtually and physically re: frontend and backend.

- Pakistan Telecommunication Company Ltd, Islamabad – PK** [\(http://www.ptcl.com.pk\)](http://www.ptcl.com.pk)

GM Supply Chain – Procurement & Contracts/ Special Projects (Oct 2007 – Oct 2017)

- ◆ End-to-end SCM; Budgeting/ Project/ PR – Tender/ Sourcing/ RFx/ Bid – Evaluation/ Negotiation/ Vendor Selection/ LOA – Contract/ PO/ LC – PB/ Shipment/ Inspection – GRN/ SAN – Documentation/ Invoicing – Payment/ Performance/ Audit.
- ◆ A-class works/ services/ goods provision aligning Assets, Category, CSF, KPI, Stakeholders, Specification and Timeline.
- ◆ Procurement/ Demand/ Budget plan liaising related depts. plus costing, tracking, monitoring, regulating, systemizing etc.
- ◆ Develop/ review and execute short/ long-term Procurement/ Contract strategies (and processes) with key stakeholders.
- ◆ Team Lead for all Pre and Post RFx/ Contract/ PO matters; provide professional advice/ remedy in contractual matters.
- ◆ Plan/ prioritize and assign targets/ tasks to Teams assuring top performance and lucidity/ equality/ commitment reliably.
- ◆ 7 Rights (Item, Quantity, Quality, Source, Price, Time, Place) of SCM facilitating ABC (Achieve Business Collectively).
- ◆ Work award to fiscally lowest yet most gainful vendors as accorded/ budgeted – optimal execution, lead-time and quality.
- ◆ Bonding OEM/ Vendor and End-user/ relevant depts. ensured continual goods/ services flow adhering triple constraint.
- ◆ Supplier Relations – sourcing, audit, KPI/ SLA, compliance, prequalification, reg./ renewal, negotiation, communiqué etc.
- ◆ Aid M&L and Finance about Asset Managing/ Disposal/ Write-off/ Auction, levies/ SRO and related exempt/ benefits etc.
- ◆ Cost reduction/ avoidance and efficacy opportunities for operating progress amid KPI development – lasting partnership.
- ◆ Long-term savings with interim gains re: optimal quality and spend/ risk managing optimizing Category, Cost and Cycle.
- ◆ Devise/ revise/ organize Specification/ Contract/ Business Templates organizing Management/ Progress/ Status reports.
- ◆ Timeline and Spend/ Saving analysis, various comparisons/ rankings and other Top-level analytic reports/ presentations.
- ◆ SCM Team rapport/ capacity building (Training, Succession Plan, Performance Review, JD/ KPI, Dashboard/ BSC etc.).
- ◆ Regularly monitor/ regulate/ update SCM KPI apropos Ops Scorecard/ RnR sharing – delivering top results at all times.
- ◆ Transforming Supply Chain into Value Chain – Holistic Procurement Transformation, Best Practices and Benchmarking.
- ◆ Always-on learning/ working concerning latest tools/ systems fully addressing current/ future business needs and defies.

Few of major professional accomplishments here are as follows.

- ◆ Always 1st ranked amid all the 18 OpCos re: VFM plus negotiated/ achieved 20%+ saving on top of GFA/ GMA prices.
- ◆ Interacted Phase-I of PTCL-PTML SCM Merger (yearly spend US\$ 500M) and Project Crown (US\$ 150M group saving).
- ◆ Led Central-Region Procurement Reform (joint spend US\$ 250M) and aided 20% stock-saving w.r.t US\$ 40M inventory.
- ◆ Dual/ Triple (2009-13/ 14-16) titles (no added reward) re: peak yield (25% faster cycle and 60% saving) – half the assets (10 exec [against 37 → 20] Staff) dealing US\$ 100M p.a spend (500 PO/ Contract/ FA) – zero flaw/ waste re: best TCO.
- ◆ Continually attained top grade in SCM (3 promotions) and Procurement SOP working; Coordinator of its Review Board.
- ◆ Lead/ partook ISO Certification, effecting ERP/ E-Office/ E-Procurement and manifold Transformation/ Synergy jobs.
- ◆ Member of first Fuel (Future Leaders) Program 2016, HMM Certified 2016, Twice best employee nomination (2014/ 15).
- ◆ 100% internal/ external Customer & Stakeholder satisfaction index along developing the respective criteria/ portal (aiding IT dept.) – 2,000 Suppliers, 17 local Proc. teams and dozens concerned depts. – max yield/ return and min cost/ TAT.
- ◆ Developed Frame/ Master Contracts for Store/ R.O; enhanced Addendum, Amendment, Corrigendum and MOU formats.
- ◆ Improved templates/ mechanism for PR/ freight tracking, deliveries, inspection and payments/ LD protecting Co interest.

- Mohsin Enterprises (Safety Match Manufacturing), Peshawar – PK** [\(http://www.azizgrp.com\)](http://www.azizgrp.com)

Senior Procurement Officer (Feb 2001 to May 2003)

- ◆ Managed entire SCM activities company-wide linking Vendors, Stores, Sales, Production, Operations and Logistics etc.
- ◆ Execution/ compliance with executive controls/ SOPs, financial thresholds, cost reduction/ savings and business targets.
- ◆ Quality and timely materials/ services management efficiently, effectively and economically aligning Market Intelligence.
- ◆ Needs identification and processing of PR. Comparisons of rates, quality, performance, timelines and credibility analysis.
- ◆ Solicitation and evaluation of quotations/ proposals; recommend the finalists and develop favorable trade/ credit terms.
- ◆ Vendor relations development – negotiate/ improve supply sources and to introduce/ register new competent suppliers.
- ◆ Debit/ credit note issuance, voucher management, reconciliation, accrual, payments and allied fiscal planning/ reporting.

Few of major professional accomplishments there are as follows.

- ◆ 15% cost-saving plus 95% OTIF delivery/ store in just 06 months, managed DDP supplies against EXW agreed rates.
- ◆ Optimal Demand-Supply planning/ management and vendor base linking/ aligning all the stakeholders – SI&OP growth.
- ◆ Direct bonding with OEM/ Approved Tier-1 partners eliminating undue channels/ costs – competitive Supplier base.
- ◆ Various useful SOP/ models e.g. Stock/ WH status plus Approved Vendors List (agreed product/ prices). Applied Spend/ Category Management transforming regular purchasing into strategic sourcing/ procurement.

B. RESOURCES/ FACILITIES/ ASSETS MANAGEMENT AND ADMIN/ COORDINATION:**04 Years**

Besides Supply Chain/ Contracts management, I have thriving executive expertise in Resource Management (Jun 2003 – Oct 2007) proving me not only very dynamic but giving added advantage in performing/ leading multi-domain activities.